NEW CONSTRUCTION EXPERT

Stephanie LOWRY

Thank you, Shelly Voss FOR NOMINATING STEPHANIE!

For Stephanie Lowry, there is something special about watching a new home take shape from the ground up.

One day, there is an empty lot. Then a basement appears. Framing follows, selections begin arriving and, eventually, what once existed only on paper becomes the place where a family will spend the next 50 years making memories.

For Stephanie, a real estate professional with Preferred Properties of Kansas Inc., being part of that process never gets old.

“How cool is that, that I get to be even a little part of it?” she says.

A Foundation in Real Estate

Stephanie’s connection to real estate stretches back well before she began actively selling homes.

She initially received her real estate license in 2002 while working in Bank of America’s Urban/Farm & Ranch Real Estate Trust Department. Although she wasn’t selling at the time, her role exposed her to residential and commercial rentals, remodeling, inspections and other aspects of managing properties held in trust.



BENEFITS BEYOND THE HOME ITSELF

PHOTOS BY KIM STIFFLER
WRITTEN BY DAVE DANIELSON

Stephanie spent 11 years with Bank of America, much of that time in mortgage processing, before moving into the trust department. She later spent approximately four years working in the credit department of an agricultural company.

Those experiences gave her valuable perspective when she began actively selling real estate in 2017.

Her mortgage background, in particular, helped Stephanie understand the timelines lenders face during a transaction and the many moving pieces involved in getting buyers successfully to closing.

Finding Her Place in New Construction

Over the past nine years, Stephanie has developed a specialty in new construction, guiding buyers from lot selection through move-in day.

She helps clients understand floor plans, builder timelines, selections and the countless decisions involved in creating a new home. Currently, she is working in Phase 7 of Prairie Creek with Comfort Homes Inc. and Don Klausmeyer Construction.

One of her earliest ground-up construction experiences confirmed that she had found the right career.

After months of walking a family through each step, Stephanie finally reached closing day and handed them the keys.

“Their happiness makes it really worth it,” she says.

Her enthusiasm remains just as strong today. Stephanie loves watching buyers make selections and then seeing those individual choices come together in the finished home. She also enjoys helping buyers discover move-in-ready spec homes, allowing them to enjoy everything new construction offers without waiting for the entire building process.



Earning Her Own Place

Real estate is also a family business for Stephanie.

Her mother, Judith Smith, owns Preferred Properties of Kansas Inc. Stephanie’s late stepfather, John Smith, was also an owner. When Stephanie decided to make a career change and work alongside family full time, she was determined to establish herself on her own merits.

She never wanted special treatment simply because she was the owner’s daughter.

Instead, she worked to earn her place—and gained invaluable knowledge from both Judith and John along the way.

Stephanie especially admires her mother, describing her as sharp, organized and an exceptional problem-solver.

“Watching her build and run a successful company has taught me more than any book ever could,” Stephanie says.

The results speak to Stephanie’s own accomplishments. With nearly $39 million in career sales volume, she has ranked among the area’s Top 200 or 300 for several years and has earned Masters Circle and Presidents Club recognition multiple times.

Making Questions Welcome

For Stephanie, expertise also means making knowledge accessible.

New construction can feel overwhelming, especially to someone encountering contracts, selections, timelines and construction terminology for the first time. She wants buyers—and other agents—to always feel comfortable asking questions, regardless of how small they may seem.

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Her advice to agents entering new construction reflects that philosophy: visit job sites, attend walkthroughs, learn each stage of construction and ask questions.

“There are no dumb questions,” she says. “We have all had our first day on the job and our first new construction contract.”

Success Beyond the Closing

A Wichita native and Pittsburg State University graduate, Stephanie has three grown children—Morgan (Frank), Courtnee (Braeden) and Preston—and seven grandchildren, including two sets of twins. Family time often means movies, the zoo, Botanica or anything else the grandchildren can enjoy.

She also loves the Fourth of July, true crime, party planning, beautifully wrapped presents and tacos. When Stephanie thinks about success, the answer returns to family, kindness, trust—and relationships. Stephanie’s background with interior design also comes in handy when making selections for spec homes.

Some former buyers continue stopping by the model home. Others invite her to block parties and family milestones. And years later, when life changes and they need another home, they call Stephanie again.

“For me, success in this business isn’t measured only in closings—it’s measured in the relationships that outlast them,” she says. “That continued trust is the truest measure of the work I do.”